

Message Text

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64

ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 DRC-01 RSC-01 /039 W

----- 028176

R 151443Z MAY 74

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 9023

INFO AMEMBASSY BELGRADE

AMEMBASSY BUCHAREST

AMEMBASSY VIENNA

UNCLAS WARSAW 2710

E.O. 11652: N/A

TAGS: BEXP, PL

SUBJECT: TELECOMMUNICATIONS TECHNICAL SALES SEMINAR

REF: A) STATE 085957

B) STATE 071514

PASS COMMERCE FOR OIM/SAD: COATES

VIENNA FOR EWTC

1. DATES PROPOSED REF A, SEPTEMBER 30-OCTOBER 4, ARE
GENERALLY ACCEPTABLE.

2. CENTRAL TECHNICAL ORGANIZATION (CTO) CAN PROVIDE
SUITABLE ROOM FOR 60-80 PERSONS ON OCTOBER 2-3. CTO CAN
ALSO ARRANGE SIMULTANEOUS INTERPRETATION. ROOM IS NOT
AVAILABLE ON OCTOBER 1. CTO'S PRELIMINARY COST ESTIMATE
IS \$1000-1200. THIS FEE MAY PERHAPS BE REDUCED DURING
NEGOTIATIONS OVER INDIVIDUAL ITEMS BUT SHOULD BE ACCEPTED
FOR TIME BEING FOR BUDGET PLANNING PURPOSES. IT MAY BE
POSSIBLE TO ARRANGE PAYMENT IN ZLOTYS (SPECIAL FOREIGN
CURRENCY).

3. PROBLEM ARISES IN OBTAINING AUDIENCE ON OCTOBER 3.
ON THAT DATE, ITT (MADRID OFFICE) IS ALSO PLANNING
TECHNICAL SEMINAR ON TELECOMMUNICATIONS IN WARSAW AT
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CTO, AND MANY OF SAME PEOPLE WILL BE INVOLVED ON

POLISH SIDE. IF ITT PARTICIPATES IN TECHNICAL SALES
SEMINAR, PERHAPS FIRM CAN BE PERSUADED TO RESCHEDULE
SEMINAR PLANNED BY MADRID OFFICE. OTHERWISE, WE WILL
HAVE TO LOCATE ALTERNATE HALL AND HOLD SEMINAR OCTOBER
1-2. DANGER EXISTS THAT FAILURE TO USE CTO HALL MAY
INHIBIT FULL COOPERATION FROM CTO AND CONSTITUENT
ORGANIZATION, SOCIETY OF POLISH ELECTRICAL ENGINEERS.
PLEASE ADVISE.
DAVIES

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NNN

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